

AGENT PROFILE *Anne Lewis*

Four decades of experience

A real estate friend thought Anne Lewis would make a great real estate agent; After much thought, she decided to give it a go. That was 40 years ago, and it was one of the best decisions she has made.

After all this time, Lewis still loves her job and shows the same enthusiasm and empathy for her sellers and buyers as she did when first started. She believes being a real estate agent is the most exciting and challenging profession. Helping people make a major decision that will affect their future is a task she finds very rewarding.

She has experienced the change in the real estate market over the years. Mortgage rates have gone up and down; prices of homes have dramatically changed.

“Matter of fact the entire real estate business has had major changes and is still evolving,” Lewis said. “As a listing agent, pricing and marketing is the key to successfully selling a home.”

As a broker associate with William Pitt Sotheby’s International Realty, she believes they have the best marketing plan with world-wide contacts.

Lewis feels experience and knowledge of her service areas is important. She maintains a broker’s license, has been a top producer, a certified reallocation specialist and a GRI graduate. The towns that the agent covers are Bethel, Brookfield, Danbury, New Fairfield, Redding, New Milford and Newtown.

She also believes in giving back to the real estate community and has served on the Northern Fairfield County Association of Realtors Board of Directors as a director,



Business: William Pitt Sotheby’s International Realty

Lives: Bethel

Office: Danbury

Expertise: Relocation specialist

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secretary, vice president and president in 1999. For many years, she also served as a director of the Connecticut State Association of Realtors. When asked if she would run again for president, Lewis accepted the privilege to be the 2018 President of the Northern Fairfield County Association of Realtors again.

The agent is proud of her Irish Heritage and is a member of the Hibernians of America. (Ladies Division). She has also served on their Board of Directors, as secretary, treasurer, vice president, president and is presently co-chair of their St. Patrick’s Ball Journal Committee.

AGENT PROFILE *Sally Hahn,*

Expert in market research

Sally Hahn started in real estate 15 years ago as a weekend assistant in a busy office and observed the best practices of the most successful agents. She said she learned to love the business.

“I sold the very first house that I showed to my first client. It has not been that easy, but it was a great way to start,” she said.

Among her strengths that have set her apart from other real estate agents is her thorough knowledge of the inventory.

“I know what’s out there and I don’t waste anyone’s time looking at homes that don’t fit each clients’ criteria,” she said.

The agent also has a full-time partner (Barb Reiss) so that means one of them is always available to help, and their sellers love that, Hahn said.

She has also been told that she is an excellent negotiator.

“No use in being mean — both parties need to feel like they have gained something and lost a little — but I am armed with market statistics, and I am sure to maintain a bit of a sense of humor along the way.”

Her brokerage is supportive, both at the corporate level with great tools and at their local office, Hahn said.

“We have fantastic support staff. I especially love the fact that we have our own public relations department that actively seeks out press promotions for our listings, whether that means on a feature on a TV show, or a quick blurb on a blog. That helps our sellers tremendously.”

The most rewarding aspect of her career has been the friendships she has developed



Business: William Pitt Sotheby’s International Realty

Lives: Ridgefield

Office: Ridgefield

Expertise: Market research

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with her clients and her co-workers.

Hahn, who lives in Ridgefield, works out of the Ridgefield office of William Pitt Sotheby’s International Realty, as well as offices in Ridgefield, Redding, Wilton and Weston.

“I do a bunch of business in Stamford as well as that’s where I grew up and I still have lots of friends and family there,” she said.

Hahn raised her children in Ridgefield public schools. She is an animal lover and practices yoga four to five times a week.

She and her husband also own a boat that they keep on Long Island Sound, and that’s where you can find this agent in the summer.